

EXP

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... ENHANCING EXPORT TRADE EDUCATION

VOLUME 1 ISSUE 2

IN THIS ISSUE

EXPORT NEWS	GOVERNMENT SETS TO SUPPORT FISH PRODUCTION, VALUE CHAIN AND MANY MORE	PG 1
EXPORT PROGRAMME	CERTIFIED SPECIALIST IN DEMAND GUARANTEE TUTORIALS (CSDG) AND MANY MORE.	PG 2
EXPORT EDUCATION	IMPORTERS' FOREX CHALLENGE: A BLESSING IN DISGUISE ?	PG 2
EXPORT TRAINING PRODUCTS	TRADE FINANCE MASTER DVD VIDEO SERIES (VOL. I – III) PG 3	PG 3
EXPORT MISCELLANEOUS	EXPORT TRADE LEADS, EXPORT COMMODITIES PRICES , EXPORT FINANCE TIT BITS	PG 3

EXPORT
NEWSGOVERNMENT SETS TO SUPPORT
FISH PRODUCTION, VALUE-CHAIN

The Federal Ministry of Agriculture and Rural Development (FMARD) has concluded plans to increase its support and commitment to boost fish production in the country, noting that fish business is a venture with a lot of potential investment opportunities in the country.

According to the Permanent Secretary Federal Ministry of Agriculture, Dr. Shehu Ahmed, fish is the highly traded commodity in the world; hence, his ministry is promoting increased fish production through aquaculture and shrimp value chains.

He added that Investment in shrimp production is a viable export aid to economic growth. Thus, the value chains will create an enabling environment for increased and sustainable production of aquaculture and generate employment for the nation's teeming population.

FG TO BEGIN 'QUALITY CONTROL
TRAINING FOR PRODUCE EXPORTERS

To avert the rejection of Nigeria's agricultural produce at the International market, the Federal Government says it will begin special training for exporters.

The Minister of Agriculture and Rural Development, Chief Audu Ogbeh, said this at the high-level meeting on the Validation of Nigeria's Strategy for a Single Quality Control Management System for Zero Rejection of Agricultural Commodities in the country.

The training is aimed at exposing the exporters to various international practices, he further added.

(Excerpt from www.Punchng.com)

S. KOREA'S TERMS OF TRADE
(EXPORT) IMPROVE IN OCTOBER

South Korea's terms of trade improved from a year earlier in October due to a decline in import prices and a slight increase in export prices, Central Bank of Korea data showed Wednesday.

The terms of trade index for products came to 102.92 last month, while Export prices rose 0.2 percent from a year ago and import prices dropped 1.2 percent.

The index measures the amount of imports a country can purchase for each unit of exports, showing how the country's exports are doing in comparison with those of others.

The income terms of trade fell 3.9 percent year-over-year to 140.38 last month, the data showed. The income terms of trade measures the amount of imports the country can purchase with the total value of its exports.

(Excerpt from www.english.yonhapnews.co)

OTHER HEADLINES

Sub-Saharan Shrimp Farm Shines Spotlight On Growing African Aquaculture Subsector (www.afkinsider.com)

Minister Tasks Exporters On Production Quality (www.dailytrust.com.ng)

Exporters Remain Confident despite Falling Expectations (www.lloydsbankinggroup.com)

World Trade Organization Cuts 2016 World's Export Trade Growth Forecast To 1.7% (www.reuters.com)

New Global Trade Alert System Launched To Boost Market Access For Developing Countries (www.wto.org)

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BY: SAMIDELE ADEMISO GCDS, ITS, ACIT

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... Promoting Export, Creating Exporters And Growing Exporters

EXPORT PROGRAMMES

STARTING AND MANAGING EXPORT BUSINESS IN NIGERIA

IN CONJUNCTION WITH NIGERIA EXPORT PROMOTION COUNCIL

DATE: November 29-30, 2016.

TIME: 9:00am

FEE: N55,000.00

VENUE: Nigeria Export Promotion Council

ADDRESS: No 13, Ladipo Oluwole Street,

Off Marine Road, Apapa, Lagos

EXPORT EDUCATION



Importers' Forex Challenge: A Blessing in Disguise? (Part 2)

By Bamidele Ayemibo

.....CONTD FROM LAST WEEK

Most of the importers in Nigeria can be broad categorised into 3 groups based on their core businesses. These include Manufacturers, Engineers and Traders. Each of these groups has unique features that make them to be perfectly suited to operate in the 3 sub-sectors of non-oil export businesses in Nigeria. These include Semi processed or finished goods, Solid Minerals and Agricultural commodities. This is not to say that each of the 3 groups of importers cannot operate in all the non-oil sub-sector, what I am saying is that, they would most likely perform better and grow faster if they operate within the sub-sector where they already have some strength.

For very obvious reasons, I will like to recommend that importers who are also into Manufacturing should first consider entering the export business through the sales of their products (processed or finished goods) abroad. This is because they are already used to value addition and the challenges of manufacturers in Nigeria. They could start by first exploring the possibility of exporting their current products to West Africa, other parts of Africa or other countries around the world especially where a lot of Nigerians reside like the United Kingdom and the United States of America.

On the other hand, any engineering company that imports into Nigeria (especially those into civil engineering) should first consider mining solid minerals and then exporting them. This is due to the fact that they already have a number of equipment that will be of great use to them in the mining, processing and exportation of solid minerals like lead ore, zinc ore, copper and manganese ore out of Nigeria.

In the same vein, all the traders importing items into Nigeria simply for sales should see the exportation of agricultural commodities as the first option to be considered as they venture into export business in Nigeria to generate their forex. This is because they neither have any equipment needed for the manufacturing of any product nor do they have any machinery for mining of solid minerals.

On a final note, I will like to submit that, the current challenges of forex in Nigeria are indeed a great blessing in disguise for all affected importers. This is because, it is forcing smart ones to start export businesses in order to create their own forex, create more jobs, generate more income and stay competitive in the same import business.

For questions on this thought, you can reach me via email to: bayemibo@3timpex.com

CERTIFIED SPECIALIST IN DEMAND GUARANTEE

CDCS TUTORIAL

COMMENCEMENT DATE: January 7, 2016.

Time: 10 am every Saturdays

Fee: N100,000 (Maximum of 4 instalments allowed)

Venue: 3T Impex Trade Centre

Address: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.

EXECUTIVE DIPLOMA IN EXPORT BUSINESS MANAGEMENT

IN CONJUNCTION WITH THE UNIVERSITY OF LAGOS

COMMENCEMENT DATE: January 2017.

DAYS: Wednesdays and Fridays

TIME: 4:00pm

FEE: N150, 000

VENUE: Unilag Consult, University of Lagos.

Duration: 3 Months

CERTIFICATE IN INTERNATIONAL TRADE FINANCE

CITF TUTORIAL

COMMENCEMENT DATE: February 4, 2017.

TIME: 1pm every Saturdays

FEE: N80,000 (Maximum of 2 instalments allowed)

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.

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- * Guaranteed Export Contract, at 25% Discount
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- * Export finance Presentation from a Commercial Bank
- * Training Manual
- * Certificate of participation
- * Tea Break & Lunch



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EXPORT TRAINING PRODUCTS

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... Promoting Export, Creating Exporters And Growing Exporters

Title: Mastering Standby Letter of Credit (Vol. I)

Author: Bamidele Ayemibo

Duration: 1 hrs: 8mins

Price: N5,000:00

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Mastering Demand Guarantee (Vol. II)

Author: Bamidele Ayemibo

Duration: 58mins

Price: N5,000:00

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Mastering Letter of Credit (Vol. III)

Author: Bamidele Ayemibo

Duration: 48mins

Price: N5,000:00

EXPORT PRO

Export Pro is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

Export Pro covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.

Export Pro training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

N50,000

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EXPORT MISCELLANEOUS

TRADE LEADS EXPORT ORDERS			
S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1	Lead Ore	Purity-50%	60 MT Per Month
2	Zinc Ore	Purity-35%	60 MT Per Month
3	Lead Oxide	Purity-30%	60 MT Per Month
4	Shea Nut Cake	Moisture-8%; Protein-14%; Fat-5%	100 MT Per Month
5	Palm Kernel Cake	Moisture-8%; Protein-14%; Fat-5%	100 MT Per Month
6	Cocoa Shell	8% maximum any protein and fat	100 MT Per Month
7	Cassava Chips	8% maximum any protein and fat	100 MT Per Month

LOCAL ORDERS			
S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50% Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35% Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30% Bank Guarantee	120 MT Per Month

COMMODITY PRICES (BLOOMBERG)			
S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,446.00	Metric Tonnes (mt)
2	Coffee	USD 163.25	Pounds (lb)
3	Cotton	USD 71.86	Pounds (lb)
4	Aluminium	USD 1,760.00	Bushel (bu)
5	Copper	USD 5,613.00	Metric Tonnes (mt)
6	Zinc	USD 2,602.00	Metric Tonnes (mt)
7	Tin	USD 21,050	Metric Tonnes (mt)

EXPORT FINANCE TIT BITS

10 BANKS' EXPORT FINANCE CHECKLIST EVERY EXPORTER SHOULD KNOW

.....CONTD FROM LAST WEEK

Export Volume

Banks will want to know the total supply in the quantity of commodities conveyed or exported to another country. This is usually acquired from the Commercial Invoice and the Bill of Lading Records.

Frequency of Export

Frequency of export has to do with the rate of occurrence in which commodities/product are conveyed to other countries. Here, the Bill of lading records helps to explain it.

Payment Methods

Banks or lending houses are interested in the sum of money exchanging hands in the course of doing business across countries. They want to know the process involved and how it is done or completed. Payment Method can be derived from the Export Contract.

Terms of Payment

Terms of payment has to do with the limitations, rules and regulations regarding the sum of money to be paid in the course of doing business across borders. The terms of payment can also be obtained from the Export Contract.

TO BE CONTD IN NEXT ISSUE....